

AUTO EXPORTS GROW BY \$500,000 WORTH

March Record Shows a Great Increase in Sales of Cars Abroad.

IMPORTS HAVE DECREASED

Diminution in Totals of Machines Imported Is a Significant Point.

Having established in the month of March of this year a new high record for the single month's exports of American automobiles, activity in the sale of American-made cars in foreign fields increased to such an extent as to surpass the high February record by more than 100 per cent. The succeeding month, says the *Automotive Journal*, March of this year showed that automobiles and parts valued at \$1,185,500 were sent abroad, exclusive of \$500,000 worth of both cars and parts to non-contiguous territories of the United States. Of this total value of cars and parts, \$2,718,518 represented the value of 2284 passenger cars, \$191,223 that of 165 commercial trucks, and \$604,469 that of automobile parts.

The nine months' period, ending March 31, 1913, also showed great gains over the similar period of the preceding year, no less than 16,677 pleasure cars, valued at \$2,563,375, and 653 commercial cars, valued at \$1,185,500, exported in this time, as compared with a total of 14,559 cars (both pleasure and commercial) valued at \$1,474,848, valued at \$2,990,385, in the nine months of the two years 1912 and 1913, respectively. During the month of March of this year a temporary increase took place in the number of cars shipped. For the nine months' period, Canada's purchases showed a gain of more than \$1,500,000 over those of the same period in 1912, representing an increase of almost 46 per cent.

In the chief European countries, outside of England, American cars made great headway during the nine months ending March, 1913. Every one of the divisions named in the Government's statistics registered increases, ranging from 35 per cent. in the case of France, to more than 270 per cent. in the case of Germany. Imports of foreign-made cars into the United States held little encouragement for foreign manufacturers. With the exception of Germany and Italy, both of which showed small gains over the month of March of 1912, losses were registered in every importing country, the chief loser being France, with \$84,295. Its sales of cars dropped from \$98,783 in March, 1912, to \$14,488 in the same month of the current year. In the nine months' period ending March, 1913, every geographical division named in the Government tables registered losses, the chief loser being in this case the United Kingdom, with a drop of \$1,475,000, or almost 16 per cent. Total imports into the United States show that 185 cars, valued at \$1,434,059, were sent abroad, as compared with 786 machines, valued at \$1,723,650.

DUTIES OF TRUCK DRIVERS

These and Their Privileges Discussed at Auto Convention.

One of the chief duties of drivers of motor trucks is to see that their trucks are not subjected to the abuses of overloading and oversteering, a point emphasized by speakers before the Auto convention, which was held at the Providence factory of the American Locomotive Company. Incidentally it was declared that a number of motor truck troubles often are imagined and do not really exist, others are due to ignorance or neglect on the part of the operator.

The best results, it was said, are got where the owner as well as the driver takes an interest in obtaining the maximum mileage on the gallon of gasoline. Particular reference was made to the possibilities in the way of economy in operation. The sessions were attended by more than fifty and brought together members of the force from New York, Chicago, Philadelphia, Boston, Pittsburgh, Providence, Richmond, the Pacific coast, Newburgh and Montreal. Among the speakers were C. A. Benjamin, general sales manager, E. D. Schlarb, factory manager, R. A. Vail, chief engineer, and J. P. Gifford, manager of the dealers' service department. George H. Duck, manager of the general service department, was chairman.

Firestone Building Open Soon.

The new Firestone four story service building will be opened next month at Broadway and West End avenue. It will be equipped to make all wheel, tire and tube repairs for trucks and pleasure cars. In the new building, the New York branch of 1871 Broadway welcomes the customer to service facilities.

Making a Motor Truck Do The Work of Fingers



If you have a watch you want closed, all the apparatus you need is a fence post on which to hang the timepiece and a five ton motor truck such as this Locomobile, to edge gently up to it and snap shut the watch. A good instance of docility and skilful handling of the truck.

MUDLARKS TO GATHER AGAIN.

Decennial of the New York-Pittsburgh Endurance Run Coming.

There will be a decennial reunion next October, organized by R. H. Johnston, New York manager of the White company, of those who took part in the New York to Pittsburgh endurance contest in 1903. It is planned to bring together at a banquet the entire band of mudlarks, as those who took part in the affair are called. The mudlarks' mileage medal will be awarded to the one who travels the greatest distance to attend the banquet; the mudlarks' musical medal will be awarded to the one who composes the best song relating to the run and the mudlarks' mirthmaker medal will be voted to the one who tells the best anecdote. Other prizes and surprises are in contemplation. The following have been asked to serve:

DUCK ALSO LEAVES ALCO.

Service Manager Resigns, to Take Effect Coming Month.

George H. Duck has resigned as general service manager of the American Locomotive Company, to take effect July 1. He organized the service department of the American Locomotive Company and put it on its present basis, having initiated a number of reforms. In his connection with the American Locomotive Company he is said to have saved the company thousands of dollars and was responsible also for the increase in the company's service facilities. He was branch manager of the Matheison and subsequently branch manager of the Alco. Though he is financially interested in a lubricating accessory, it is probable he will remain in the automobile business.

TRYING ANTI-FATIGUE QUALITY OF STEEL

Test Is One Important Feature of Experiments at Peerless Factory.

The fact that a barber's razor after a certain amount of use gets "tired" and has to be laid away on a shelf for a while has probably struck most people as extraordinary if they have not dismissed it

Oakland Branch Has New Manager



George S. Waite, the new head of the local branch of the Oakland factory, has been only a short time in charge.

on the committee of arrangements: H. W. Perry, Harry Unwin and John C. Wetmore, New York city; Howard G. Reynolds and John C. Kerrison, Boston; Webb Jay, Chicago; Windsor T. White and Frank B. Stearns, Cleveland, and P. Edward Spooner, Detroit.

Haupt Reports a Good Start.

Harry S. Haupt, who has taken over the Lozier selling rights in New York, had a good first week's business. Up to Wednesday night he had sold seven cars, amounting to a gross business of \$22,750. He is redecorating the Lozier salesrooms and putting in new furniture. The Lozier shops are doing big business, fourteen new jobs having come in.

Mount Wilson Conquered.

A Studebaker 25, driven by Harry Hooker of Hollywood, Cal., and carrying four passengers, recently accomplished the ascent of Mount Wilson, an altitude of 6,000 feet. Although often within but a few inches of the edge of the rough, tortuous trail, it was never necessary to back the car in order to get it around the turns.

as a bit of tenuous imagination. But if they should visit a metallurgical laboratory like that of the Peerless Motor Car Company in Cleveland, where a large scientific force is constantly doing research work in the hope of discovering new principles and is busily applying those already understood, they would find that there of the "anti-fatigue" properties of some steels.

They might see equal pieces of steel cut from the same bar as it came from the mill, but heat treated differently, have in very different ways. One piece might sustain a weight of ten pounds before it was bent permanently, while the other would spring back into shape until the load reached twenty pounds, yet precisely the same weight, say fifty pounds, would break both of them in two. Then the scientist would enter in his note book the fact that the elastic limit of one was twice that of the other but that their maximum strength was precisely alike. The visitor would possibly be interested to discover that by intricate processes of heat treatment the live rear axle of a Peerless car has been strengthened to sustain a pressure of 150,000 pounds or 75 tons to the square inch before it will bend, and that it will bend without breaking.

Hard steel, as in a razor or knife blade, is usually brittle and easily broken. But there are gears and pinions in an automobile which must be hard on the outside and so tough inside that they will bend before they will break. Then there are ways of making steel sustain a heavy and constant vibration, as a lamp bracket must. And the other but that it is required to bear the heavy twisting that falls to the lot of a driving shaft.

There are eighteen furnaces in the heat treating department of the Peerless Motor Car Company. They burn gas and oil so that the temperatures can be controlled. To make this control absolutely accurate there is a triple system of pyrometers in use which keeps the foreman of the heat treating room informed as to the exact heat in each of the furnaces, and telegraphs automatically the same information to the metallurgical engineer in a distant part of the plant. There are great baths of oil, of water and of various kinds of salts in which the heated steel is cooled. By such elaborate care in treating steel it has been found possible to reduce the weight of parts while still adding to their strength. The metallurgists of the Peerless factory have gone over practically the whole car as it was built years ago, making it more safe and durable.

NATIONAL TOUR HAS DIVERSITY OF SCENE

Run From Twin Cities to Glacier Park Offers Many Features.

The A. A. National Reliability Tour in July will traverse three States, Minnesota, North Dakota and Montana. These furnish the country at large with a very considerable part of its bread and meat. The territory nevertheless is almost alien land to the average man east and west. From the lake region of Minnesota to the national park of the glaciers there is a diversity of scene, of industry and of the sources of wealth which is sure to command the attention of every tourist. And while thus bringing the scenic and intrinsic value of the great Northwest into sharper outline, the tour in another and equally important phase of its nationalizing influence will quicken the road building activities of the communities along the route.

For those residing along the Atlantic coast the tour offers unique possibilities. Cars may be shipped from Buffalo by steamer for the cruise through the great lakes to Duluth. From the latter city there is a drive of 175 miles to the Twin Cities of St. Paul and Minneapolis, whence the tour will start July 11, under the auspices of the national body, the Minnesota State Automobile Association and the Automobile Club of Minnesota, and terminate at Midvale, the northern gateway to Glacier National Park, on July 19. The park itself offers a diversity of trips in the saddle and otherwise and after the inspection of this wonderland is completed from that entrance the cars will be shipped by special arrangement with the great Northern Railroad to Kalspell, so that those participating may enjoy the hospitality of the Flathead Automobile Club of that city and again enter the dominion by the southern gateway over an automobile road which has been built into the park itself for the reason of energy and the money of the Flathead Club. At the end of the tour cars may be either shipped back to the Twin Cities at a special rate or touring may be continued to the coast by the northern route. This year's event, therefore, is far more than a tour, as they have been known in the past, embracing as it does an almost endless variety of scene and diversification of modes of travel.

Applications for entry blanks are being received by Dr. C. E. Dutton, chairman of the national tour committee, Automobile Club of Minneapolis, and the National A. A. headquarters, 437 Fifth avenue, New York.

DRAWING RACING DRIVERS.

Galveston Cotton Carnival Will Attract Automobile Speeders.

No sooner was the announcement made of the big automobile races to be held on the fast Galveston Beach July 28, 29, 30, than a number of the drivers who participated in the 500 mile race at Indianapolis made known the fact that they were anxious to enter the meet, which is the only beach event scheduled for this season. The fact that \$5,000 in cash is offered to the placed drivers in one of the events, a 200 mile race, on the programme is an incentive to drivers and manufacturers to visit Galveston in July for the meet, which is to be a part of the Cotton Carnival. The Galveston Automobile Club and the Texas State Automobile Association are promoting this racing affair, and no expense is being spared to make the event a memorable one.

Capt. J. W. Munn, chairman of the racing committee, interviewed drivers and team managers at Indianapolis, and several of them said they would enter their machines and go after the beach record now held by Louis Disbrow in his Simplex Zip. It will be remembered that at the gathering at Galveston last year Disbrow won three races—50, 75 and 100 mile events—with the Simplex. The races he won were the features of the three day meet. The prosperous business outlook in the South helped a great deal last year in interesting manufacturers to further their interest in that part of the country by competition. It was estimated that the carnival last year attracted close to 1,000,000 people, and this number will undoubtedly be increased this year.

Sells Himself a Car.

E. Einfield, superintendent of a machine works in Davenport, Iowa, took out a Studebaker coupe, drove his own demonstration, spent a couple of hours under the car making a thorough inspection and emerged with the remark, "I've sold myself something."

"JANDORF" AUTO CO'S Mammoth Structure, 8 Stories

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THE LARGEST STOCK OF "Reliable" Autos, Bodies, Tires, Tops, Trucks, Delivery Autos, WINDSHIELDS, LAMPS, HORNS, SUNDRIES.

Prices the Lowest in N. Y. CONSISTENT WITH HONEST MERCHANDISE! The "Wise Buyers" Headquarters THE ONLY USED CAR DEALERS Operating a Complete Factory

On the premises and employing 200 experts. NEARLY 100 DIFFERENT MODELS. Demonstrations Given. Examinations invited. Everything as Represented. Time Payments Also Arranged Read following paragraph.

Our Prices "Scare" Our Competitors

PIERCE, \$5,500. Six 40. Limousine \$750. FIVE HILL, foredoor, like new \$500. PACKARD, 1912, 4 door different model, CHEV. CADILLAC (a Sweet Car) \$475. PACKARD, 1912, 4 door, like new \$425. CADILLAC, 1912, like new \$1,250. BUICK, 1912, 4 door, like new \$1,100. BUICK, 1912, 4 door, like new \$1,100. THOMAS Town Car (Sweet Limousine) \$675. BUICK, 1912, 4 door, like new \$1,100. FIVE HILL, 1912, 4 door, like new \$1,100. PACKARD, 1912, 4 door, like new \$1,100. PACKARD, 1912, 4 door, like new \$1,100. MEIERER Raceabout (Very Sweet), complete \$1,850. METAL BODIES, Doctor's Coupe (Very Sweet).

CHALMERS, 1912, 4 door, like new \$1,100. PACKARD, 1910, elegant equipment \$1,200. PEERLESS, 1912, Six 40 (practically new) \$2,200. PACKARD, 1912, 4 door, like new \$1,100. STODOLSKY, 1912, 4 door, like new \$1,100. LOZIER (fully equipped) \$450. LOZIER, 1912, 4 door, like new \$1,100. G. M. Co. 1911 Truck (Sweet Body) \$1,250. DELIVERY Autos (Huge) \$100 to \$450. PACKARD Truck Van (Great Value) \$1,750. HART, 1912, 4 door, like new \$1,100. 5 ton Truck chassis (Cost \$1,000) \$450. 100 different opportunities to select from.

500 New Auto Bodies; Finest And Exclusive Styles, Built Your Chassis And Job finished equal to the best.

Prices the Very Lowest Exchanges Made. Entire Job done on Premises. 100 HILL, 1912, 4 door, like new \$1,100. 100 FOREDOOR BODIES (New) (Value \$120) \$50. Landaulet & Limousine Bodies (Summer Prices) \$1,000. 100 HILL, 1912, 4 door, like new \$1,100. 100 HILL, 1912, 4 door, like new \$1,100.

300 2d Hd Bodies, \$15 to \$75 We are overstocked and MUST sell.

Large Size Tires—Sacrificed Overstocks and large sizes, 15 usual prices.

10000 Tubes, \$1.50 to \$3.50. Tires (Big Assortment) \$1.50 to \$3.50. BRASS Windshields (listed at \$35) \$25.00. ELEC. HORNS (Unusual choices) \$25.00 to \$50.00. AUTO Seats (Racing, Touring, Chauffeurs, Delivery, etc.) \$10.00 to \$25.00.

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Exclusive "More Mileage" advantages in Diamond Tires that cost no more

The greatest mileage at the least expense is what you most desire in a tire.

This is what we have demanded from our Chemists, our Engineers, our Tire Builders and factory experts—and here is their answer—

Diamond (No Clinch) Tires

Chemists: Vitalized Rubber—pure, lusty, young rubber put through a process that toughens and makes it road-resisting, with no loss of life or elasticity.

Engineers: Perfect 3-Point Rim Contact, that prevents all forms of rim troubles, such as cutting against the rim and breaking above the bead.

Tire Builders: A No-Clinch more air-room tire, giving added resiliency and perfect balanced construction.

Then we protected the inner tube with a No-Pinch Safety Flap.

And, best of all, these exclusive Diamond advantages cost you no more. They insure liberal mileage and freedom from tire troubles.

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25,000 Diamond Dealers always at your Service

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TIMES SQUARE AUTO CO WORLD'S LARGEST DEALERS NEW-USED AUTOS AND ACCESSORIES

NEW SAMPSON TRUCKS

1 1/2 Ton Reg. Price \$2,000	2 Ton Reg. Price \$2,400	3 Ton Reg. Price \$2,800	4 Ton Reg. Price \$3,200	5 Ton Reg. Price \$3,600
Our Price \$1,300	Our Price \$1,400	Our Price \$1,950	Our Price \$2,250	Our Price \$2,600

NEW FOREDOOR REGALS

Reg. Price \$500 P. 5 Pass. also 4 Pass. \$1,125	Reg. Price \$600 P. 5 Pass. \$1,700	Reg. Price \$600 P. 5 Pass. \$1,700	Reg. Price \$600 P. 5 Pass. \$1,700
Our Price \$685	Our Price \$835	Our Price \$835	Our Price \$885

TOP, WINDSHIELD and SPEEDOMETER EXTRA \$65 All Cars Guaranteed & Equipped with Generator, Head, Sid & Tail Lamps, Horn, &c.

Limited Number High Grade Runabouts, \$875 Reg. Price \$1,500 OUR PRICE \$875

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Packards, Pierce-Arrows, Peerlesses, Palmer-Singers, Stevens-Duryeas, Wintons, Marions, Hudsons, Mitchells, E. M. F.'s, Pope-Hartfords, Overlands, Pattersons, Simplices, Oldsmobiles, Maxwells, Hupmobiles, Fords, Buick and Sampson Delivery Trucks and many others.

SPECIAL DISCO SELF-STARTER Regular price \$40. can be easily attached to any motor. Our price \$7.50

WINDSHIELDS, \$5 UP BODIES High grade 2 & 4 Door, 2, 3, 5, 7, 9, 11, 13, 15, 17, 19, 21, 23, 25, 27, 29, 31, 33, 35, 37, 39, 41, 43, 45, 47, 49, 51, 53, 55, 57, 59, 61, 63, 65, 67, 69, 71, 73, 75, 77, 79, 81, 83, 85, 87, 89, 91, 93, 95, 97, 99, 101, 103, 105, 107, 109, 111, 113, 115, 117, 119, 121, 123, 125, 127, 129, 131, 133, 135, 137, 139, 141, 143, 145, 147, 149, 151, 153, 155, 157, 159, 161, 163, 165, 167, 169, 171, 173, 175, 177, 179, 181, 183, 185, 187, 189, 191, 193, 195, 197, 199, 201, 203, 205, 207, 209, 211, 213, 215, 217, 219, 221, 223, 225, 227, 229, 231, 233, 235, 237, 239, 241, 243, 245, 247, 249, 251, 253, 255, 257, 259, 261, 263, 265, 267, 269, 271, 273, 275, 277, 279, 281, 283, 285, 287, 289, 291, 293, 295, 297, 299, 301, 303, 305, 307, 309, 311, 313, 315, 317, 319, 321, 323, 325, 327, 329, 331, 333, 335, 337, 339, 341, 343, 345, 347, 349, 351, 353, 355, 357, 359, 361, 363, 365, 367, 369, 371, 373, 375, 377, 379, 381, 383, 385, 387, 389, 391, 393, 395, 397, 399, 401, 403, 405, 407, 409, 411, 413, 415, 417, 419, 421, 423, 425, 427, 429, 431, 433, 435, 437, 439, 441, 443, 445, 447, 449, 451, 453, 455, 457, 459, 461, 463, 465, 467, 469, 471, 473, 475, 477, 479, 481, 483, 485, 487, 489, 491, 493, 495, 497, 499, 501, 503, 505, 507, 509, 511, 513, 515, 517, 519, 521, 523, 525, 527, 529, 531, 533, 535, 537, 539, 541, 543, 545, 547, 549, 551, 553, 555, 557, 559, 561, 563, 565, 567, 569, 571, 573, 575, 577, 579, 581, 583, 585, 587, 589, 591, 593, 595, 597, 599, 601, 603, 605, 607, 609, 611, 613, 615, 617, 619, 621, 623, 625, 627, 629, 631, 633, 635, 637, 639, 641, 643, 645, 647, 649, 651, 653, 655, 657, 659, 661, 663, 665, 667, 669, 671, 673, 675, 677, 679, 681, 683, 685, 687, 689, 691, 693, 695, 697, 699, 701, 703, 705, 707, 709, 711, 713, 715, 717, 719, 721, 723, 725, 727, 729, 731, 733, 735, 737, 739, 741, 743, 745, 747, 749, 751, 753, 755, 757, 759, 761, 763, 765, 767, 769, 771, 773, 775, 777, 779, 781, 783, 785, 787, 789, 791, 793, 795, 797, 799, 801, 803, 805, 807, 809, 811, 813, 815, 817, 819, 821, 823, 825, 827, 829, 831, 833, 835, 837, 839, 841, 843, 845, 847, 849, 851, 853, 855, 857, 859, 861, 863, 865, 867, 869, 871, 873, 875, 877, 879, 881, 883, 885, 887, 889, 891, 893, 895, 897, 899, 901, 903, 905, 907, 909, 911, 913, 915, 917, 919, 921, 923, 925, 927, 929, 931, 933, 935, 937, 939, 941, 943, 945, 947, 949, 951, 953, 955, 957, 959, 961, 963, 965, 967, 969, 971, 973, 975, 977, 979, 981, 983, 985, 987, 989, 991, 993, 995, 997, 999, 1001, 1003, 1005, 1007, 1009, 1011, 1013, 1015, 1017, 1019, 1021, 1023, 1025, 1027, 1029, 1031, 1033, 1035, 1037, 1039, 1041, 1043, 1045, 1047, 1049, 1051, 1053, 1055, 1057, 1059, 1061, 1063, 1065, 1067, 1069, 1071, 1073, 1075, 1077, 1079, 1081, 1083, 1085, 1087, 1089, 1091, 1093, 1095, 1097, 1099, 1101, 1103, 1105, 1107, 1109, 1111, 1113, 1115, 1117, 1119, 1121, 1123, 1125, 1127, 1129, 1131, 1133, 1135, 1137, 1139, 1141, 1143, 1145, 1147, 1149, 1151, 1153, 1155, 1157, 1159, 1161, 1163, 1165, 1167, 1169, 1171, 1173, 1175, 1177, 1179, 1181, 1183, 1185, 1187, 1189, 1191, 1193, 1195, 1197, 1199, 1201, 1203, 1205, 1207, 1209, 1211, 1213, 1215, 1217, 1219, 1221, 1223, 1225, 1227, 1229, 1231, 1233, 1235, 1237, 1239, 1241, 1243, 1245, 1247, 1249, 1251, 1253, 1255, 1257, 1259, 1261, 1263, 1265, 1267, 1269, 1271, 1273, 1275, 1277, 1279, 1281, 1283, 1285, 1287, 1289, 1291, 1293, 1295, 1297, 1299, 1301, 1303, 1305, 1307, 1309, 1311, 1313, 1315, 1317, 1319, 1321, 1323, 1325, 1327, 1329, 1331, 1333, 1335, 1337, 1339, 1341, 1343, 1345, 1347, 1349, 1351, 1353, 1355, 1357, 1359, 1361, 1363, 1365, 1367, 1369, 1371, 1373, 1375, 1377, 1379, 1381, 1383, 1385, 1387, 1389, 1391, 1393, 1395, 1397, 1399, 1401, 1403, 1405, 1407, 1409, 1411, 1413, 1415, 1417, 1419, 1421, 1423, 1425, 1427, 1429, 1431, 1433, 1435, 1437, 1439, 1441, 1443, 1445, 1447, 1449, 1451, 1453, 1455, 1457, 1459, 1461, 1463, 1465, 1467, 1469, 1471, 1473, 1475, 1477, 1479, 1481, 1483, 1485, 1487, 1489, 1491, 1493, 1495, 1497, 1499, 1501, 1503, 15